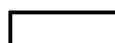




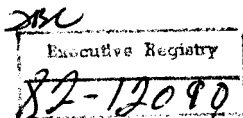
Handwritten:
377-3022

Nancy from Ray Waldmann's office
called re DCI's attendance at any
of these conferences. I advised
he would be out of town until
6 October. She asked if we would
let her know whether he planned to
attend the 14 October conference.
when he returns.





UNITED STATES DEPARTMENT OF COMMERCE
International Trade Administration
Washington, D.C. 20230



WJC/B
14 Oct 1982

September 20, 1982

Honorable William J. Casey
Director
Central Intelligence Agency
Washington, D.C. 20505

Dear Bill,

My office is coordinating a series of conferences dealing with "Commercial Strategies for the 80's" in the four major world marketing areas: East and West Europe (September 28); Africa, Near East and South Asia (September 30); East Asia and the Pacific (October 5); and the Western Hemisphere (October 14).

Each of the four conferences will provide a realistic perspective on regional and country developments with political, economic and commercial information useful for U.S. corporate decisionmakers. Senior officials from the U.S. Departments of Commerce and State, the Export-Import Bank, the Overseas Private Investment Corporation, and other agencies will participate. The enclosed brochure describes the conferences in greater detail.

I would personally like to invite you to be my guest at any of the conference sessions, including the receptions, which you are able to attend. With full appreciation of your hectic schedules, I would appreciate it if you will let me know if you can spend any time with us.

Sincerely,

Raymond J. Waldmann
Assistant Secretary for
International Economic Policy

Enclosure



L309

EAST ASIA AND THE PACIFIC: THE WAVE OF THE FUTURE

TUESDAY, OCTOBER 5, 1982
Conference Room B
Departmental Auditorium
1301 Constitution Avenue, N.W.
Washington, D.C.

Morning Program

Welcome and Introductory Remarks

Raymond J. Waldmann, Assistant Secretary of Commerce for International Economic Policy

Political Developments and Trends

John H. Holdridge, Assistant Secretary of State for East Asian and Pacific Affairs

Economic and Commercial Developments

Eugene K. Lawson, Deputy Assistant Secretary of Commerce for East Asia and the Pacific

The U.S.-Japan Relationship

Clyde V. Prestowitz, Deputy Assistant Secretary of Commerce for International Economic Policy

The Opportunities and Problems in East Asian Trade:

Patterns of U.S.-Japan Trade Conflict: Will computers follow autos?

Maureen Smith, Director, Office of Japan, Department of Commerce

China's Modernization: Where do the real opportunities lie?

Christine Lucyk, Director, Office of PRC & Hong Kong, Department of Commerce

Pacific Basin: The fastest growing region in the world

Roger Severance, Director, Office of Pacific Basin, Department of Commerce

Luncheon Speech

The Reagan Administration's East Asian Trade Policy

Guy W. Fiske, Deputy Secretary of Commerce

Afternoon Program

How to Finance the Opportunities:

Going the Feasibility Study Route: A source of government support

Christian Holmes, Director, Trade Development Program, Department of State

Investment Missions and Other Ventures

L. Ebersole Gaines, Executive Vice President, Overseas Private Investment Corporation

Countertrade Do's and Don'ts

Speaker to be announced

Eximbank: "Friend or foe?"

Charles E. Lord, Executive Vice President, Eximbank

Panel Discussion

Moderator: Eugene K. Lawson

WESTERN HEMISPHERE: CHALLENGES AND OPPORTUNITIES

THURSDAY, OCTOBER 14, 1982
Room 4830, Herbert Hoover Building
U.S. Department of Commerce
Washington, D.C.

Morning Program

Welcome and Introductory Remarks

Raymond J. Waldmann, Assistant Secretary of Commerce for International Economic Policy

U.S./Latin American Relations: A political assessment

Thomas O. Enders, Assistant Secretary of State for Inter-American Affairs

Hemispheric Trade Policy Issues: Progress and problems

Ann H. Hughes, Deputy Assistant Secretary of Commerce for the Western Hemisphere

Caribbean Basin Initiative: Private sector approach to development

Ambassador Robert J. Ryan, Jr., Department of State Coordinator for the Caribbean Basin Initiative

South America: Challenges and opportunities

Henry McCown, Jr., Director, Office of South America, Department of Commerce

Canada: Our premier market

Nicholas Burakow, Director, Office of North America, Department of Commerce

Luncheon Speech

Mexico in Transition

Lionel H. Olmer, Under Secretary of Commerce for International Trade

Afternoon Program

Brazil in the 80's: An ambassador's view

Langhorne A. Motley, U.S. Ambassador to Brazil

A Latin Perspective: Realities of operating overseas

Alexander Perry, Jr., President, Cia. Minera Aguilar, S.A.; President, Association of American Chambers of Commerce in Latin America

Business Opportunities and Problems in the Post-Falklands Era

Panel Discussion



Commercial Strategies for the 80's

A series of special one-day conferences designed for the corporate executive

- A unique perspective on overseas regional and country developments
- Timely political, economic, and commercial information
- Government initiatives on major issues

Europe

September 28, 1982

Africa, the Near East, South Asia

September 30, 1982

East Asia and the Pacific

October 5, 1982

Western Hemisphere

October 14, 1982

Presented by the
UNITED STATES DEPARTMENT OF COMMERCE
International Trade Administration
Washington, D.C. 20230

ABOUT THE CONFERENCES

The conferences will emphasize political, economic, and commercial information useful for long-term strategic planning. The focus will be on three general topics:

1. Developments in regions and major countries which affect the business climate.
2. Policy issues the U.S. Government is addressing and changes sought in laws, business practices, and relationships with our trading partners.
3. Commercial opportunities for U.S. business abroad and effective techniques for doing business.

The conferences have been organized by officials of the international economic policy area of the Department of Commerce. Speakers will include:

- The Secretary of Commerce
- High-level trade and economic officials from the Commerce and State Departments
- Other government experts
- U.S. ambassadors
- International business executives

Registration for each conference is from 8:30 to 9:00 a.m.

A reception, given by Secretary Baldrige, will follow each conference from 5:00 to 6:30 p.m.

SPECIAL CONSULTATIONS

Commerce Department country specialists will be available for individual consultations during the day following each conference.

EUROPE: WHAT'S AHEAD FOR AMERICAN BUSINESS?

TUESDAY, SEPTEMBER 28, 1982
Room 4830, Herbert Hoover Building
U.S. Department of Commerce
Washington, D.C.

Morning Program Welcome and Introductory Remarks

Raymond J. Waldmann, Assistant Secretary of Commerce for International Economic Policy

U.S.-European Relations: At the Crossroads? How the political-economic relationship will affect U.S. companies
Richard McCormick, Assistant Secretary of State for Economic Affairs

Trade Sanctions and the European Reaction: What's next—and what it means for U.S. suppliers
Lawrence Brady, Assistant Secretary of Commerce for Trade Administration

Relations with Eastern Europe and the USSR: Where they are headed
John D. Scahan, Deputy Assistant Secretary of State for European Affairs; Franklin J. Vargo, Deputy Assistant Secretary of Commerce for Europe

Luncheon Speech

The Administration's Future Trade Policies: What business can expect
Lionel H. Olmer, Undersecretary for International Trade

Afternoon Program

The Economic Outlook for Western and Eastern Europe: When will it improve?
Franklin J. Vargo and experts from Commerce and other agencies

The Vredeling Proposal and Other EC Directives Affecting Multinationals: What's the outlook now?
Peter B. Hale, Director, Office of the European Community, Department of Commerce

The New U.S. and Foreign Commercial Services: What can it do?
Richard L. McElhenry, Director General, U.S. and Foreign Commercial Service, Department of Commerce

Is Europe a Good Business Bet for the Future? How the Commerce experts view it
Ralph Griffin, Director, Office of Non-EC Europe; Peter Hale, Susanne Lohrski, Director, Office of Eastern Europe and the USSR, Department of Commerce

AFRICA, THE NEAR EAST, AND SOUTH ASIA: ASSESSING BUSINESS OPPORTUNITIES

THURSDAY, SEPTEMBER 30, 1982
Conference Room B
Departmental Auditorium
1301 Constitution Avenue, N.W.
Washington, D.C.

Morning Program Welcome and Introductory Remarks

Raymond J. Waldmann, Assistant Secretary of Commerce for International Economic Policy

Political Developments: Constructive engagement—a new policy for Africa
Dr. Chester Crocker, Assistant Secretary of State for Africa

Opportunities and Constraints to U.S. Policy in the Near East and South Asia
Nicholas A. Velofos, Assistant Secretary of State for Near Eastern and South Asian Affairs

Economic and Commercial Developments: Commerce initiatives in the Reagan Administration
Joseph F. Dennis, Deputy Assistant Secretary of Commerce for Africa, the Near East, and South Asia

Current Trade Issues in Key Markets
Commerce Office Directors for Africa, Peter A. Cashman, Near East, Albert J. Panagari, South Asia, James R. Johnston

Luncheon Speech

Administration Trade Policy Toward Developing Countries
Malcolm Baldrige, Secretary of Commerce

Afternoon Program

How Commerce Serves You—in District Offices—in U.S. Embassies—in Washington
William Morris, Assistant Secretary of Commerce for Trade Development

Commercial Opportunities and Marketing Techniques: Current panels conducted by USDOC regional specialists
Richard L. McElhenry, Director General, U.S. and Foreign Commercial Service, U.S. Department of Commerce

A. Near East/North Africa (Including Arab Boycott)

B. South Asia and Sub-Saharan Africa
(Includes presentations by Eximbank, OPIC, and AID on the use and importance of financing in sales to LDCs.)

REQUEST FOR CONFERENCE RESERVATIONS

Please fill in this form and return to:

Conference Coordinator
Room 3862, ITA/IEP
U.S. Department of Commerce
Washington, D.C. 20230

NAME _____
TITLE _____
FIRM _____
TYPE OF BUSINESS _____
ADDRESS _____

TELEPHONE () _____

Reservations are requested for the following (indicate number of reservations for each and provide on separate sheet names/titles of additional attendees, indicating conference they will attend.):

8:30 a.m. Registration For All Conferences

- ☐ **Europe: What's Ahead for American Business—September 28**
- ☐ **Africa, the Near East, and South Asia: Assessing Business Opportunities—September 30**

Concurrent Session in afternoon on (indicate preference):

- ☐ **A—Near East/North Africa**
- ☐ **B—South Asia and Sub-Saharan Africa**
- ☐ **East Asia and the Pacific: The Wave of the Future—October 5**
- ☐ **Western Hemisphere: Challenges and Opportunities—October 14**

Individual fee for each session: \$85.00.

Lunch and Secretary's reception are included.

Make check payable to:

U.S. Department of Commerce.

For additional information call the Conference Coordinator:

Bill DesRochers (202) 377-5853.